

# RJ REYNOLDS

TOBACCO COMPANY

J. CAMPBELL / ROU 1610  
PROMOTIONAL COORDINATOR

8899 MAIN STREET  
WILLIAMSVILLE, NY 14221  
(716) 634-4179  
FAX (716) 634-3145

May 13, 1998

RJR Account #177968  
R. Helms  
PETER DAY WHOLESALE

*Revised*

*COPY*

**JUNE CTS: DORAL BUY 8 PACKS GET 2 PACKS FREE / PROMOTION #800541**

Dear Bob:

DORAL B8G2F 'PRE-SLEEVED' product (6M) has been ordered to ship this promotion to participating retail accounts on the attached Customer List. Refer to the Customer List for specific distribution of product.

**PRODUCT WILL SHIP IN TWO (2) WAVES:**

**PRODUCT ARRIVAL:**                      **5/20/98**                      **6/3/98**

<b><u>DORAL B4G1F BRAND STYLEs</u></b>	<b><u>UPC Code</u></b>	<b><u>#/ (6M) Cases</u></b>	<b><u>#/ (6M) Cases</u></b>
<b><u>Light King</u></b>	12300-25291	<b><u>15</u></b>	<b><u>15</u></b>
<b><u>Light 100</u></b>	12300-25292	<b><u>15</u></b>	<b><u>15</u></b>
<b><u>FF 100</u></b>	12300-25293	<b><u>15</u></b>	<b><u>15</u></b>
<b><u>Lt Men 100</u></b>	12300-25294	<b><u>15</u></b>	<b><u>15</u></b>
<b><u>Ult Lt 100</u></b>	12300-25295	<b><u>15</u></b>	<b><u>15</u></b>
<b><u>Box 100</u></b>	12300-25296	<b><u>15</u></b>	<b><u>15</u></b>
<b><u>Lt Box 100</u></b>	12300-25297	<b><u>15</u></b>	<b><u>15</u></b>

**Billing per 6M Case:**

**24 Savings Cartons**

**Ship Dates to Retail:**

**Weeks of: May 25 and June 8, 1998**

**EFT \$ Amount:**

**\$24,317.69 (5/20); \$24,317.65 (6/3)**

**PARTNERS 'BONUS' REPORTING DESCRIPTION**

**'DOR JUN B8G2F'**

51845 6902

B8G2F CTS  
PETER DAY WHOLESALE

**PROMOTION DESCRIPTION:**

**\*\*\*\* NO PACKING IS REQUIRED \*\*\*\***

**SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAIL ACCOUNT  
AS INDICATED ON THE ATTACHED CUSTOMER LIST.**

A list of accounts authorized to receive product distribution is attached. RJR will reimburse you \$3.60 per each promoted 6M case for all product packed and shipped to retail on a timely basis. This equates to \$756.00 (210 (6M) case(s) @ \$3.60). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

*Judy*

J. Campbell  
Promotional Coordinator / 1610

/jc

cc: 162201

L. E. MacWilliams

Enclosure: Customer List

**Note to RJR Manager:**

**Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.**

DORB&JUN.DOC

51845 6903

